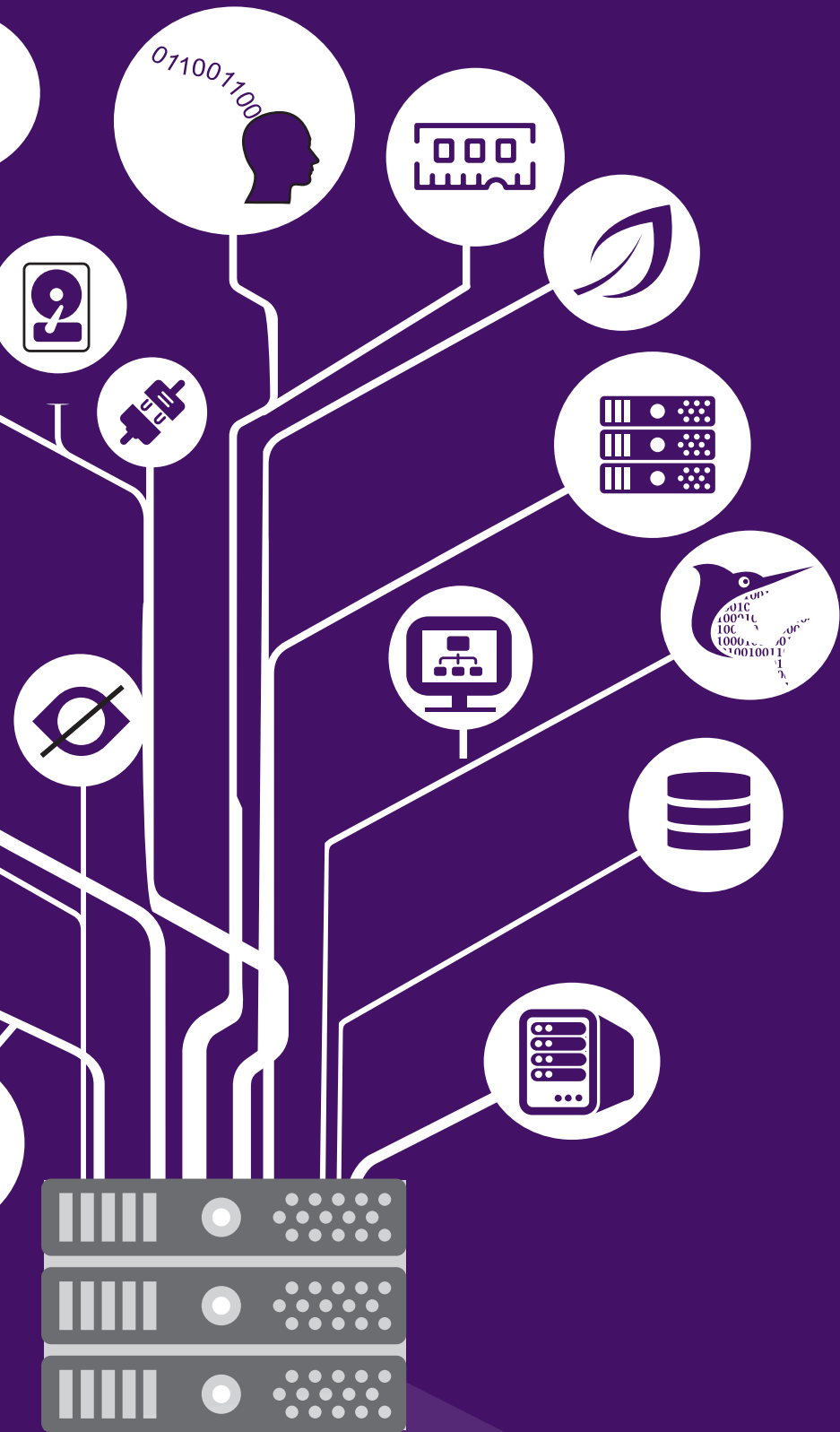


MEMBERSHIP

Learn how you can get involved with SNIA



SNIA, the Storage Networking Industry Association, is a non-profit global organization dedicated to developing standards and education programs to advance storage and information technology.

www.snia.org/becomeamember


SNIA[®]
Advancing storage &
information technology

“ SNIA has a unique critical mass of industry experience and vendor membership in storage-related areas, and a strong and contemporary technical agenda, which makes it a great place to bring standards and business development initiatives.”
- David Dale, Director Industry Standards, NetApp; and Chairman, SNIA

What is SNIA?

For more than 20 years, the Storage Networking Industry Association has been the globally recognized and trusted authority for storage leadership, standards, and technology expertise.

SNIA's mission is to lead the storage industry worldwide in developing and promoting vendor neutral architectures, standards, and educational services that facilitate the efficient management, movement, and security of information.



170

industry leading
organizations



2,500

active contributing
members



50,000

IT end users & storage
pros worldwide

Our 2,500 active contributing members from 170 industry leading organizations contribute to:

Standards Development and Adoption

- Spec development; submissions for International Standard ratification (ISO/IEC)
- Open source software to accelerate adoption

Interoperability Assurance

- Plugfests & conformance testing

Technology Acceleration and Promotion

- Special Interest Groups to promote technologies
- Vendor collaboration to accelerate adoption

Global Vendor-Neutral Education

- Peer-reviewed webcasts and tutorials
- Conferences and presentations
- White papers; articles; blogs
- IT training and certification courses

“ SNIA membership is important for any company creating, servicing or using Storage Information Technology.” - J Metz, R&D Engineer, Cisco; and Director, SNIA

www.snia.org/becomeamember

Top 3 Reasons To Join SNIA

INFLUENCE



- ✓ Influence storage technologies important to the marketplace
- ✓ Amplify your vendor storage expertise and reputation
- ✓ Participate in the development of international standards

COLLABORATE



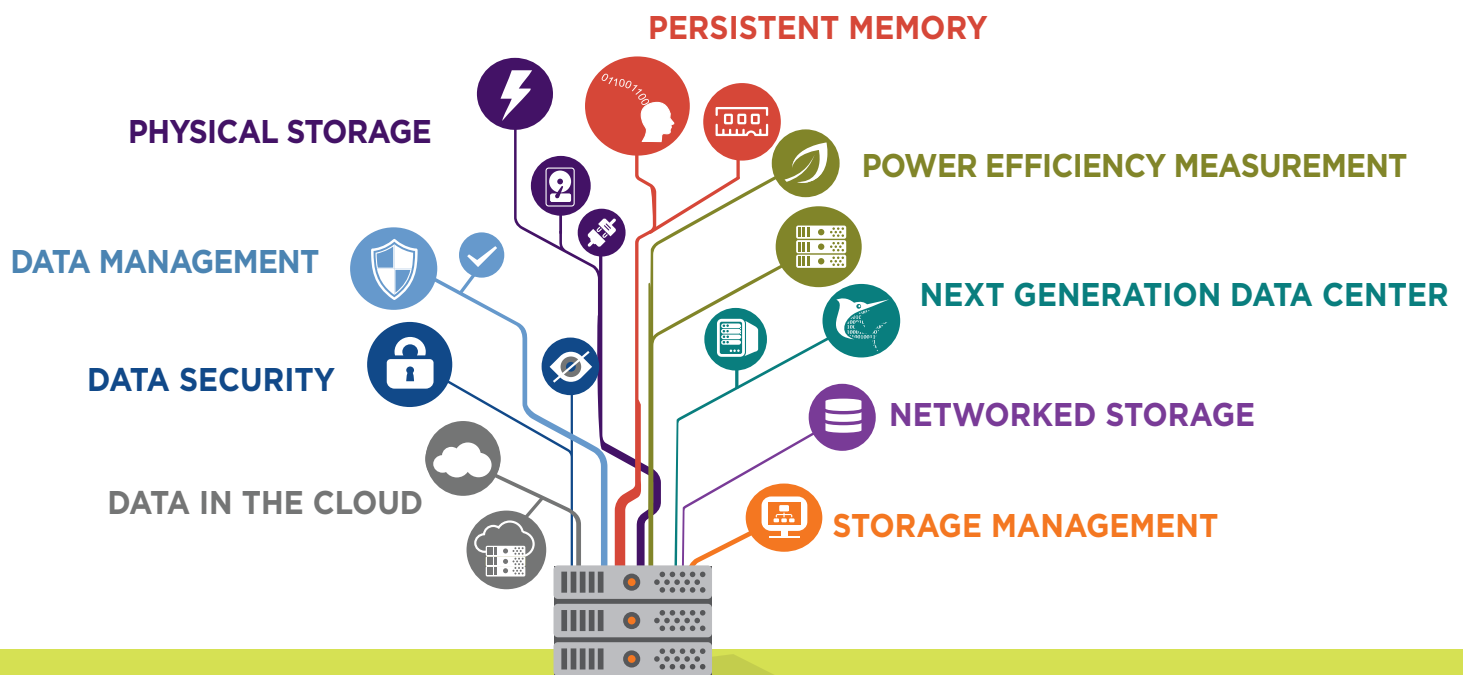
- ✓ Participate in multi-vendor interoperability activities
- ✓ Gain insight into disruptive industry trends
- ✓ Form strategic alliance partnerships
- ✓ Develop relationships throughout the industry

LEAD THE INDUSTRY



- ✓ Educate on all things storage
- ✓ Drive standards development and adoption
- ✓ Align strategic business objectives with worldwide standards

Become Involved in SNIA's Areas of Focus



Engage Via:

- **Technical Work Groups:** Engaged in technical activity in SNIA's Areas of Focus
- **Technology Communities:** Focused on technology-specific marketing and education activities in SNIA's Areas of Focus
- **Regional Affiliates:** Groups outside of the U.S. that develop and deploy local activities in support of SNIA's Global Mission

“SNIA is the single-stop organization to get a sense for all storage, information management, in any of these areas, you should be involved with SNIA.”
- Jim Pappas, Director of Technology Initiatives, Intel; and Director, SNIA

SNIA Member Categories

Vendors

A Vendor member is an organization that develops Information Technology (IT) products, optionally coupled with professional consulting, integration, and implementation services. Vendors may deliver their offering(s) under their brand, or may OEM them for other vendors or channel enterprises.

Service Providers

A Service Provider member is an organization that provides managed IT and or communication services to other businesses typically on a periodic subscription business model. This includes infrastructure as a service, storage and data management as a service, platform as a service, network as a service, data insurance as a service and software as a service.

Channel

A Channel member is an organization that offers solutions and professional services for vendors' and reseller (VAR), reseller, system integrator or consultancy.

End Users

An End User member is an organization that is the ultimate final consumer of a product or service, and is typically represented by the IT department of an organization. End users may join as dues-paying corporate or individual members.

Technology Affiliate Member

A Technology Affiliate Member is a restricted voting membership specific to a technology domain focused on technical specifications and interoperability. A TA member does not need to be a full member of SNIA.

Vendor Startup

A Vendor Startup is an organization with revenue less than \$10M/year and in business less than 4 years



Contact

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MEMBERSHIP FEES



As a member of SNIA, you will be part of our exciting and extensive set of activities and programs. SNIA is the industry focal point for collaboration between vendors, service providers, resellers, and consumers of data storage networking and information management products and services, making membership directly relevant to success in the storage industry.

Note: Voting Members in the following categories have additional entitlements including voting rights in SNIA elections and on SNIA Architectures, as well as being eligible for a seat on the SNIA Board of Directors or Technical Council. For additional rights and benefits visit www.snia.org/join.

Membership Category		Annual Fee
Vendor Voting		
Large	Revenue greater than \$500M/year	\$40,000
Medium	Revenue between \$10M and \$500M/year	\$14,500
Small	Revenue is less than \$10M/year	\$8,500
Vendor Non-voting		
Large	Revenue greater than \$500M/year	\$15,500
Medium	Revenue between \$10M and \$500M/year	\$8,500
Small	Revenue is less than \$10M/year	\$3,500
Service Provider Voting		
Large	Revenue greater than \$500M/year	\$23,000
Medium	Revenue between \$10M and \$500M/year	\$12,500
Small	Revenue is less than \$10M/year	\$7,000
Service Provider Non-voting		
Large	Revenue greater than \$500M/year	\$9,500
Medium	Revenue between \$10M and \$500M/year	\$7,000
Small	Revenue is less than \$10M/year	\$3,000
Channel Voting		
Large	Revenue greater than \$500M/year	\$11,500
Medium	Revenue between \$10M and \$500M/year	\$8,500
Small	Revenue is less than \$10M/year	\$3,500
Channel Non-voting		
Large	Revenue greater than \$500M/year	\$7,000
Medium	Revenue between \$10M and \$500M/year	\$3,500
Small	Revenue is less than \$10M/year	\$2,000
Vendor Startup Non-voting		
Vendor revenue is less than \$10M/year and in business less than 4 years		\$1,000
End User Customer Company and End User Individual		
End User Customer Company	Non-voting	\$950
End User Individual	Non-voting	\$300
Non-Profit/Educational Institutions		\$0

SNIA grants complimentary access to Non-Profit/Educational Institutions that comply with the SNIA Membership Agreement. A Non-Profit Institution is defined as an accredited non-profit institution and an Educational Institution is defined as any accredited higher learning institution. Qualified candidates from Educational Institutions include professors and/or students engaged in research/learning around storage.

MEMBERSHIP FEES



Note: In order to participate in a SNIA Technology Community, companies/organizations must first be a member of SNIA. There is an exception to this rule for membership in the SFF TA TWG. Technology Community Startup Memberships follow the same qualifications as Vendor Startup Non-Voting Membership.

SNIA Technology Communities

Annual Fee

Cloud Storage Initiative (CSI)

Voting Member (>\$5M in revenue)	\$10,000
Voting Member (<\$5M in revenue)	\$5,000
Associate, Non-voting Member	\$3,000
Individual, Non-Profit/Educational Institution Member, Non-Voting	\$300

Ethernet Storage Forum (ESF)

Vendor Member, Voting	\$5,000
Vendor Member, Non-voting	\$3,000
Vendor Startup Member, Non-Voting	\$1,000
Channel Member, Voting	\$1,000
Startup Member, Non-Voting	\$1,000
Channel Member, Non-voting	\$300
Individual Member, Voting	\$300
Individual Member, Non-voting	\$100

Green Storage Initiative (GSI)

Strategic Member, Voting	\$12,000
Strategic Associate Member, Non-voting	\$6,000
Individual and Non-Profit/Educational Institution Member, Non-voting	\$300
SNIA Emerald Program Fees	For information, email emerald@snia.org

SFF Technology Affiliate (TA) Technical Work Group (TWG)

Technology Affiliate Member, Voting	\$2,160
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Solid State Storage Initiative (SSSI)

Strategic Member, Voting	\$5,000
Associate Member, Non-voting	\$3,000
Startup Member, Non-Voting	\$1,000
Individual, Non-voting	\$300
Non-Profit/Educational Institution Member, Non-voting	\$300

Storage Management Initiative (SMI)

Member, Voting	\$5,000
Vendor Startup Member, Voting	\$1,000

Storage Management-Lab Participation - SM-Lab (Requires SMI Membership)

Storage Provider (Large company)	\$25,000
Storage Provider (Medium Company)	\$15,000
Storage Provider (Small company)	\$11,000
Storage Client (Any size company)	\$10,000
Storage Startup (Vendor Startup company)	\$4,000

Conformance Test Program - SMI CTP

Subscription for SNIA Members	\$30,000
Subscription for "First-time" CTP Participants	\$15,000
Subscription for Non-SNIA Members	\$35,000